

PARKER PATE

ENTRY-LEVEL BARTENDER

CONTACT

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Washington, DC 

[LinkedIn](#) 

EDUCATION

Bachelor of Arts

Communication

University of North Carolina

2012 - 2016

Chapel Hill, NC

SKILLS

Teamwork; Customer Service;
People First; Problem-solving;
Leadership; Inquisitive;
Microsoft Excel

CAREER OBJECTIVE

A well-rounded, unique, and sales-driven background positions me for an exciting challenge as a bartender at The Maidstone. With a passion for fine dining, creating a lavish customer experience, and discovering creative ways to propel sales upward, I am eager to marry my expertise in business development with my love for East Hampton and the diverse community that comes together for world-class food and drink.

WORK EXPERIENCE

Business Development

Simple Software

2017 - current / San Francisco, CA

- Fostered support from state, county, and local governments to increase adoption of solar energy
- Managed schedule and budget to ensure on-time and within budget completion of 96% of projects
- **Hired and developed a team of 4 sales associates and business development staff**
- **Exceeded sales qualified leads goals by 9%** via a combination of inbound and outbound lead generation
- Owned all phases of solar project development, from lead generation through planning and construction for projects worth over \$1.2M in revenue

Sales Associate

Karline's Clothing

2015 - 2017 / Seattle, WA

- Maintained a positive attitude, and directed customers to the merchandise and correct sizes based on their needs while **exceeding sales targets in 3 of 4 quarters**
- Earned the top-performing sales associate in 2017, out-performing company-wide sales goals by 7%
- Revamped the loyalty membership cancellation process to remind customers of features they may have been unaware of, reducing the cancellation rate by 7%
- Maintained up-to-date knowledge of inventory, and quickly and accurately directed members toward online options when they could not find what they need in-store
- **Arranged displays 3 times per week**, maintaining a fresh storefront with added merchandise displayed first